



5th Annual Cross-Border Distribution Conference

Capturing new opportunities for investors and fund managers

1st February 2017
European Convention Centre Luxembourg

Agenda

- 08:00 – 08:30 **Registration and welcome coffee**
- 08:30 – 08:45 **Welcome & opening remarks by the Hosts and Chairman**
Lou Kiesch, Partner, Deloitte Luxembourg
Jacques Elvinger, Partner, Elvinger Hoss Prussen
Baptiste Aboulian, Managing Editor, Ignites Europe
- 08:45 – 09:15 **Keynote Opening Address**
Sven Gentner, Head of Unit for Asset Management, DG FISMA, EU Commission
- Introduced by: **Baptiste Aboulian, Managing Editor, Ignites Europe**
- 09:15 – 10:00 **Panel: What are investors seeking from the cross border investment market in the coming year?**
As cross border policy and regulation continues to evolve, how are the changes impacting on the needs of the end investor?
 - Are current cross border investment frameworks such as UCITS, AIFMD etc meeting the requirements of today's investor?
 - Key drivers for domestic vs. cross border investing
 - Assessing the appetite for the proposed pan-European pension product?
 - Does Brexit present a threat or opportunity?**Jacqueline Lommen, Executive Director European Pensions, Investment Research, Robeco**
Martin Parkes, Director, Global Government Affairs and Public Policy, BlackRock
Richard Withers, Head of Government Relations, Vanguard Asset Management
Karen Rouse, Vice President, Tax Transparent Funds Product Manager, Northern Trust
Manuela Zweimueller, Head of Policy Department, EIOPA – European Insurance and Occupational Pensions Authority
- Moderator: **David Ricketts, Associate Editor, Ignites Europe**
- 10:00 – 10:30 Coffee break
- 10:30 – 11:00 **Managing fund liquidity risk – the next big challenge?**
Patrik Karlsson, Director, Market Practice and Regulatory Policy, International Capital Market Association

Introduced by: **Owen Walker, Commissioning Editor, Special Reports, Financial Times**

11:00 – 11:45 **Discussion: Harmonising cross border distribution – is a truly single market possible?**

Breaking down the barriers to the integration of EU capital markets is a top priority for the EU. What needs to change to make the Capital Markets Union project a reality?

- Key factors perceived to be impeding cross border distribution?
- Is the era of national gold-plating coming to an end?
- How is the UCITS and AIF frameworks likely to evolve further?

Peter De Proft, Director General, European Fund and Asset Management Association

Matthieu Lucchesi, Head Asset Management Regulation Division, Autorité des Marchés Financiers (AMF), France

Jean-Marc Goy, Counsel for International Affairs, Commission de Surveillance du Secteur Financier

Richard Stobo, Head Investment Management Team, ESMA

Moderator: **Owen Walker, Commissioning Editor, Special Reports, Financial Times**

11:45 – 12:30 **Panel: Challenges and opportunities in global fund distribution in the year ahead**

The global fund distribution landscape is poised for change in response to political and economic uncertainty, changing investor appetites and a myriad of regulatory reforms. Each of these developments are dictating and reshaping distribution models and strategies as asset managers hunt for growth and new business.

- Reconnecting with the client base – how are expectations evolving?
- How are relationships between countries changing, particularly following the Brexit vote? What is the likely outcome for the third country equivalence debate?
- Regional or global – the challenges of tapping new markets
- Is it time for a rethink of the regulation adopted during the crisis?

Euan Munro, Chief Executive, Aviva Investors

Jeremy Soutter, Global Head of Product Development & Management, Standard Life Investments

Christophe Girondel, Member of Executive Committee & Global Head of Distribution, Nordea Asset Management

Gavin Rankin, Managing Director, Head of Managed Investments EMEA, Citi Private Bank

Moderator: **Baptiste Aboulian, Managing Editor, Ignites Europe**

12:30 – 13:50 Lunch

13:50 – 14:00 **A concise outlook on the US post-election**
Stuart Fross, Partner and Business Lawyer, Foley and Lardner LLP

Introduced by: **Baptiste Aboulian, Managing Editor, Ignites Europe**

14:00 – 14:40 **Panel: Technology – disruption or innovation for cross border investors and fund managers?**

The rapid pace of technological development combined with growing investor demands for connectivity and real time information look likely to reshape investing and cross-border distribution in the next few years. How are fund managers, brokers and service providers facing this revolutionary change?

- Catering to changing investor preferences – towards client-specific solutions enabled by technology?

- What impact is technology having on distribution models and platforms?
- Passive and active investing in the new digital era
- Key priorities in regulating digital revolution

Cora van Nieuwenhuizen, MEP, Rapporteur on Fintech on behalf of the European Parliament

Furio Pietribiasi, Managing Director, Mediolanum Asset Management

Franck Guiader, Head of FinTech, Innovation and Competitiveness, Autorité des Marchés Financiers (AMF), France

Gert Rautenberg, CEO, Global Fund Analytics (GFA)

Moderator: **David Ricketts, Associate Editor, Ignites Europe**

14:40 – 15:20 **Panel: Where next for fees in a low income world?**

As low yields persist, investors are paying ever closer attention to the cost of their investment solutions, particularly in the active vs passive space. What steps do fund managers need to take to rebuild investor trust over fees and how can this be balanced against a background of rising regulatory, fund registration and maintenance costs?

- Fund fees in the EU vs other jurisdictions
- Growing competition between active vs passive funds
- The increasing importance of transparency and disclosure in a post-crisis environment
- The MiFID II affect as inducement rules are tightened

Cora Gibbons, Head of Product Development, Barings

Andrew McNally, Chief Executive Officer, Equitile Investments

Massimo Tosato, Former Executive Vice Chairman, Schroders

Sheenagh Gordon-Hart, Partner, The Directors' Office

Moderator: **Owen Walker, Commissioning Editor, Special Reports, Financial Times**

15:20 – 15:50 Coffee break

15:50 – 16:30 **Panel: Brexit – into the unknown?**

The UK referendum on EU membership will not only impact on Britain but across the fund industry as investors, asset managers and policy makers get to grips with the changes ahead.

- Assessing the likely implications on distribution, fund passporting and marketing?
- What happens if the UK becomes a 3rd country?
- What jurisdictions are most likely to benefit from Brexit?

Alexander Schindler, President, EFAMA; Member of the Board of Managing Directors, Union Asset Management Holding

Urban Funered, Director of Public Policy, Fidelity International

Sean Tuffy, Senior Vice President and Head of Regulatory Intelligence, Brown Brothers Harriman

Henriette Bergh, Former Head of UK and European Product and Manager Solutions, Multi-Asset and Portfolio Solutions, Schroders

Moderator: **Baptiste Aboulian, Managing Editor, Ignites Europe**

16:30 – 16:50 **Keynote Address**

HE Minister Pierre Gramegna, Finance Minister for Luxembourg

Introduced by: **Lou Kiesch, Partner, Deloitte Luxembourg**

16:50 – 17:00 Closing remarks and close of conference

Jacques Elvinger, Partner, Elvinger Hoss Prussen

17:00 – 18:00 Cocktail